

# UDHAYA VARTHINI S

## CONTACT

S.Udhaya Varthini,  
174/1,TVRRoad,  
Thiruthuraipoondi.  
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## WORK HISTORY

**Senior Inside Sales Associate,**

**02/2022 to current BYJU'S-Bangalore**

- Engaged with customers to build business relationships.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts
- Developed business pipeline using cold and warm techniques
- Negotiated contracts and closed sales with new and existing clients

**Teacher 06/2017 to 04/2019**

**St Theresa's Matriculation School-  
Thiruthuraipoondi**

- Supported student physical, mental, and social development using classroom games and activities.
- Communicated frequently with parents, students, and faculty to provide feedback and discuss instructional strategies.

## PROFESSIONAL SUMMARY

Versatile Business Development Associate highly effective at generating leads, developing pipelines and closing sales. Offering Number +year of identifying new revenue streams and potential clients to meet growth objectives. Thrives on challenge and competition.

## SKILLS

- Customer Rapport-Building
- Lead Qualification
- Contract Negotiation and Closing Tactics
- Reference Selling
- Lead Generation
- Customer Service and assistance
- Prospecting and Cold Calling
- Business-to-customer Expertise.

## LANGUAGES

- TAMIL
- English

## EDUCATION

M.Sc.,B.Ed.,(Computer Science)  
St Theresa's Matriculation School